

August 22, 2023



Gray 8/22/23, 10:57 PM

@unknown-role - As mentioned in the chat: **An overview update (Aug 22, 2023) // 1/3**

Thank you to everyone who provided feedback on the AMA last week with the *Seven Oceans Group*. We understand that there were some questions left unresolved / unanswered. This was not intentional by our communications team. Our AMA and communications team are only able to answer questions with the info that has been provided to them by upper management, as such, there are often things that they know, and are not able to share yet, which was the case of a lot of the questions within this AMA. It should be noted that this AMA was supposed to be primarily directed towards the Gray Fund, and not the Bot and other services which are not yet ready to be commented on publicly. I have personally reviewed the AMA and outlined some of the key questions below, with answers:

1. What is Taylor Lee's (Compliance Officer) Role? What is her previous experience and expertise?

Taylor Lee serves as our Compliance Officer and is instrumental in ensuring our organization remains aligned with both external regulations and our internal policies. Taylor's responsibilities encompass:

Regulatory Expertise: Taylor consistently remains abreast of local, state, and federal laws and regulations relevant to our operations, ensuring we are always compliant. Taylor has worked in both HR and compliance based roles for the past twelve years, and is well suited to assist the Gray Market with compliance related needs and requests.

Policy Direction: Taylor spearheads the development, initiation, and revision of policies and procedures that guide our operations and prevent any infractions.

Employee Training: Under Taylor's leadership, our team regularly undergoes training sessions to remain informed about compliance requirements.

Oversight and Internal Auditing: Taylor diligently reviews our business activities through internal audits and inspections to ensure adherence to all policies. Taylor will be responsible (once setup), to ensure all documentation and requests are fulfilled by our financial auditing partner Moore.

Communication: Taylor keeps our senior management informed on our compliance landscape, highlighting potential areas of concern and ensuring swift resolution when issues arise.

Enforcement: Should there be any breach in compliance, Taylor is at the forefront, taking corrective measures and liaising with our legal team when necessary.

Continuous Enhancement: Taylor identifies potential areas of compliance vulnerability, devises corrective plans, and provides guidance on future best practices.

Risk Management: Taylor is adept at assessing potential risks and strategizing ways to mitigate them, ensuring our organization's sustained resilience.

With Taylor's unwavering commitment to integrity and a keen eye for detail, our organization remains compliant and ethically sound in all its operations. As the Gray Market grows, and becomes more complex – Taylor's responsibilities will increase.



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2. What firms has Gray worked with previously? Where did the initial funds come from?

I have worked with a handful of institutions including a16z, Citadel, Blackstone, and the Carlyle Group— in various positions, and various management levels.

The initial funds for the Gray Market / Gray Fund were via participating members here. The Gray Fund was operating for about a year before any official website / documentation was presented. As such, it grew privately, and can be attested to by our founding users.

3. Where did Gray learn to trade?

I am primarily self-taught, however, I do have a mentor who currently works at Citadel in their quantitative trading desks who has helped me along the way. This mentor has been critical in my success in growing my private fund, as well as how to structure the Gray Fund.

4. Link to Blackridge?

I have mentioned it a handful of times in the main fund chat that this project is the Gray Market, not Blackridge. They are separated purposefully to maintain proper legal compliance, and to separate business from a "pleasure project". The only connection between the two is the licensing of the use of internal trading software and services. Outside of this, this project is not Blackridge. Questions regarding Blackridge can be directed to myself or Taylor. Blackridge is a privately held institutional fund, and is not currently accepting outside individual investors. As such, users who are currently manipulating our online data (i.e., creating a fake email address, and changing our Crunchbase data, will be found and reported accordingly, as we are currently working with them to identify the accounts and individuals involved).

5. Legal Team Information?

The legal team information has been posted previously, however, I have outlined it again below:

The Gray Market, and by extension the Gray Fund— is represented by **Brown Rudnick**. Our team consists of five lawyers (not including legal advisors, paralegals, etc.): Hailey Lennon, Preseton Byrne, Jennifer E. Willmon, Teresa Landingham, and Catherine Gardner. all of whom work for Brown Rudnick, and are helping us achieve the legal standards necessary to take the ecosystem and project to the next level.

7. Why will the fund be capped?

In short, the Gray Fund will be capped due to the trading strategies utilized. We have done extensive backtesting, and real-time testing with fund capital, and based on our projections a cap of around \$70m on the high end would be necessary to maintain our benchmark goal of 10% per month in returns to participating members of the Gray Fund. If we go above this, returns start to slow down. This is mainly due to volume access— which means there isn't enough volume in the main markets (TradeFi) to utilize the strategy we are currently using, without seeing diminished returns for users.